

RJR RETAIL ACCRUAL STATEMENT

08/29/97

09:52

ACCOUNT : HESS CO-OP
 SALES LEVEL :
 PAY DIVISION: 1240

CHAIN ID: 0353-02-00

STORES: 203

MONTHLY 1997 TOTALS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
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BASE ACCRUALS												
BASE \$	6,647	6,548	6,515	6,515	6,515	6,482	6,515	6,647	6,647	6,647	6,647	6,647
RATD \$	0	0	0	0	0	0	0	0	0	0	0	0
TRANSFERS	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL BASE ACCRUALS	6,647	6,548	6,515	6,515	6,515	6,482	6,515	6,647	6,647	6,647	6,647	6,647
BASE SPENDING												
TOTAL FP DISCOUNTING	306	2,848	1,281	1,482	2,098	8,050	5,509	14	0	0	0	0
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RJR MATCH ACCRUALS												
RJR MATCH \$	2,408	2,372	2,360	2,360	2,360	2,348	2,360	2,408	2,408	2,408	2,408	2,408
TRANSFERS	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL RJR MATCH ACCRUALS	2,408	2,372	2,360	2,360	2,360	2,348	2,360	2,408	2,408	2,408	2,408	2,408
MATCH SPENDING												
RJR MATCH SPENT	0	0	0	0	0	0	0	0	0	0	0	0
MATCH PLANNED SPENDING	0	0	0	0	0	0	0	0	0	0	0	0
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RETAILER MATCH ACCRUALS												
RETAILER MATCH \$	2,408	2,372	2,360	2,360	2,360	2,348	2,360	2,408	2,408	2,408	2,408	2,408
RETAILER MATCH SPENDING												
RETAILER MATCH SPENT	0	0	0	0	0	0	0	0	0	0	0	0
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YEAR TO DATE TOTALS												
	BASE		RJR MATCH		RETAILER MATCH		ADDITIONAL SPENDING		TOTAL			
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TOTAL ACCRUALS	78,972		28,608		28,608				136,188			
RATD CONTRACTS	0								0			
TRANSFERS	0		0									
SPENDING	21,588		0		0		0		21,588			
FUNDS AVAILABLE TO SPEND	57,384		28,608		28,608				114,600			

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ACCOUNT : HESS MART INC.
 SALES LEVEL :
 PAY DIVISION: 1240

CHAIN ID: 0353-03-00

STORES: 149

MONTHLY 1997 TOTALS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
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BASE ACCRUALS												
BASE \$	13,965	16,317	16,317	16,317	16,317	16,317	16,428	16,428	16,428	16,428	16,428	16,428
RATD \$	0	0	0	0	0	0	0	0	0	0	0	0
TRANSFERS	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL BASE ACCRUALS	13,965	16,317	16,317	16,317	16,317	16,317	16,428	16,428	16,428	16,428	16,428	16,428
BASE SPENDING												
TOTAL FP DISCOUNTING	411	2,932	2,197	40,620	23,329	11,785	22,801	19,151	0	0	0	0
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RJR MATCH ACCRUALS												
RJR MATCH \$	4,998	5,880	5,880	5,880	5,880	5,880	5,920	5,920	5,920	5,920	5,920	5,920
TRANSFERS	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL RJR MATCH ACCRUALS	4,998	5,880	5,880	5,880	5,880	5,880	5,920	5,920	5,920	5,920	5,920	5,920
MATCH SPENDING												
RJR MATCH SPENT	0	0	0	0	0	0	2,367	0	0	0	0	0
MATCH PLANNED SPENDING	0	0	0	0	0	0	0	0	0	0	0	0

RETAILER MATCH ACCRUALS												
RETAILER MATCH \$	4,998	5,880	5,880	5,880	5,880	5,880	5,920	5,920	5,920	5,920	5,920	5,920
RETAILER MATCH SPENDING												
RETAILER MATCH SPENT	0	0	0	0	0	0	0	0	0	0	0	0

YEAR TO DATE TOTALS	BASE	RJR MATCH	RETAILER MATCH	ADDITIONAL SPENDING	TOTAL
TOTAL ACCRUALS	194,118	69,918	69,918		333,954
RATD CONTRACTS	0				0
TRANSFERS	0	0			
SPENDING	123,226	2,367	0	0	125,593
FUNDS AVAILABLE TO SPEND	70,892	67,551	69,918		208,361

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